

Message Text

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PAGE 01 MOSCOW 06783 302043Z

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ACTION EUR-12

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USDOC FOR BEWT/TPD

E.O. 11652: NA
TAGS: BEXP, UR
SUBJ: FY 1977 MINI-EXHIBITS/SEMINARS

REF: USDOC 7476

1. IN VIEW UPCOMING "TEKNIKA SPORTA" EXHIBITION, WHICH
FRG FIRM IPS IS ORGANIZING FOR SEPTEMBER 1976,
COMMERCIAL OFFICER WOULD NOT RPT NOT SUPPORT
MINI-EXHIBIT/SEMINAR ON THEME "SPORTING GOODS AND ATHLETIC
EQUIPMENT."

2. WE BELIEVE THAT THEME "LOGGING AND TIMBERING EQUIPMENT"
IS A GOOD ONE AND SUGGEST THAT IT BE TENTATIVELY INCLUDED
IN PROGRAM, PERHAPS IN PLACE OF SECOND IRRIGATION
EQUIPMENT SHOW WHICH WE HAD PROPOSED (MOSCOW 4351
FOR NOVEMBER 1976. OUR REASONS FOR DROPPING SECOND
IRRIGATION SHOW, AT LEAST FOR FY 1977, ARE THE PROBLEMS
WHICH BEWT/TPD ENCOUNTERED IN RECRUITING UPCOMING
MINI-EXHIBIT/SEMINAR ON THIS GENERAL THEME AND LIKELIHOOD
THAT IRRIGATION EQUIPMENT WILL BE INCLUDED IN PROPOSED
FY 1977 SOLO AGRICULTURAL EQUIPMENT EXHIBITION
(USDOC 7478).

3. COMMERICAL OFFICE HAS REQUESTED APPOINTMENT
WITH MINISTRY OF TIMBER AND WOOD-PROCESSING INDUSTRY
TO DISCUSS POSSIBILITY OF HOLDING MINI-EXHIBIT SEMINAR
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PAGE 02 MOSCOW 06783 302043Z

ON "LOGGING AND TIMBERING EQUIPMENT." AS FIRST STEP IN

RECRUITMENT, COMMERCIAL OFFICE SUGGESTS THAT BEWT CONTACT FIRMS WHICH PARTICIPATED IN PROGRAM ORGANIZED BY WASHINGTON INTERNATIONAL TRADE FAIR FOR SOVIET DEPUTY MINISTER OF TIMBER AND WOOD-PROCESSING INDUSTRY ZARETSKIY IN FEBRUARY 1975 TO DETERMINE WHETHER SOME OF THESE FIRMS WOULD BE INTERESTED IN PARTICIPATING IN MINI-SHOW. OTHER FIRMS WHICH COMMERCIAL OFFICE BELIEVES WOULD BE GOOD CANDIDATES FOR THIS EVENT ARE: A) J.I. CASE (FELLER-BUNCHERS); B) CLARK EQUIPMENT (LOG SKIDDERS); AND C) PACCAR (LOG LOADERS).

STOESSEL

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